

# Comparisons of Job Characteristics

**Focus Occupation:** Securities, Commodities, and Financial Services Sales Agents (41-3031)

**Associated Occupation:** Insurance Sales Agents (41-3021)

[Compare Knowledge](#)

[Compare Skills](#)

[Compare Abilities](#)

[Compare Detailed Work Activities](#)

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<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

## Knowledge

Similarity of Focus Occupation to Associated Occupation: 96

**Focus Occupation:** Securities, Commodities, and Financial Services Sales Agents (41-3031)

**Associated Occupation:** Insurance Sales Agents (41-3021)

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Customer and Personal Service	11.3	20.5	20.4	0	Current knowledge level may be sufficient
Sales and Marketing	5.2	18.4	15.1	<	Expanded education and/or training may be required
Clerical	7.3	13.3	9.0	<<	Extensive education and/or training may be required
Economics and Accounting	4.4	11.6	14.7	>>	Current knowledge level is likely more than sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Skills

Similarity of Focus Occupation to Associated Occupation: 96

**Focus Occupation:** Securities, Commodities, and Financial Services Sales Agents (41-3031)

**Associated Occupation:** Insurance Sales Agents (41-3021)

Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Active Listening	11.0	14.0	14.9	0	Current skill level may be sufficient
Persuasion	7.4	11.5	14.2	>	Skill level is likely sufficient
Service Orientation	7.9	11.5	11.0	0	Current skill level may be sufficient
Negotiation	6.8	10.5	9.9	0	Current skill level may be sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Abilities

Similarity of Focus Occupation to Associated Occupation: 97

Focus Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)

Associated Occupation: Insurance Sales Agents (41-3021)

Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Oral Comprehension	12.5	14.3	14.7	0	Current ability level may be sufficient
Oral Expression	12.4	14.3	15.8	>	Current ability level is likely sufficient
Written Comprehension	11.0	14.3	13.6	0	Current ability level may be sufficient
Written Expression	9.8	12.9	11.7	<	Some improvement in abilities may be required
Speech Clarity	10.2	11.8	13.7	>	Current ability level is likely sufficient
Speech Recognition	9.9	11.4	13.4	>	Current ability level is likely sufficient
Mathematical Reasoning	6.3	8.0	9.4	>	Current ability level is likely sufficient
Time Sharing	6.6	7.4	5.5	<<	Extensive improvement in abilities may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Activities that Both Occupations Have in Common

Similarity of Focus Occupation to Associated Occupation: 87

Focus Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)

Associated Occupation: Insurance Sales Agents (41-3021)

Work Activities	Exclusivity of Activity
Access media advertising services	75
Compute financial data	53
Conduct sales presentations	75
Evaluate degree of financial risk	82
Fill out business or government forms	42
Follow contract, property, or insurance laws	70
Interview customers	71
Maintain records, reports, or files	5
Make decisions	24
Make presentations	13
Motivate people	89
Obtain information from individuals	24
Provide customer service	14
Use computers to enter, access or retrieve data	3
Use interpersonal communication techniques	10
Use knowledge of written communication in sales work	69
Use marketing techniques	76

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Tools and Technologies that Both Occupations Have in Common

Similarity of Focus  
Occupation to Associated  
Occupation: 94

**Focus Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)**  
**Associated Occupation: Insurance Sales Agents (41-3021)**

Tools and Technologies	Exclusivity
Business function specific software	1
Computers	1
Content authoring and editing software	1
Data management and query software	1
Duplicating machines	6
Finance accounting and enterprise resource planning ERP software	2
Information exchange software	1
Network applications software	1

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.